

Message Text

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FM AMEMBASSY TEHRAN

TO AMEMBASSY SINGAPORE

INFO AMEMBASSY ANKARA

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AMEMBASSY KUWAIT

AMEMBASSY TEL AVIV

SECSTATE WASHDC 5919

UNCLAS TEHRAN 2352

E.O.11652: N/A

TAGS: BBSR, IR

SUBJ: REQUEST FOR OVERSEAS BUSINESS REPORTS AND
GENERAL ECONOMIC DATA

REF: SINGAPORE 0472

1. IF U.S. FIRMS SINGAPORE AREA WISH TO PURSUE POSSIBILITY
SALES OF EQUIPMENT AND SERVICE FOR OFFSHORE DRILLING, THERE
ARE THREE COMPANIES WITH WHOM THEY MIGHT MAKE CONTACT:

2. A. IRAN PAN AMERICAN OIL COMPANY (IPAC)

284 HAFEZ AVENUE, P.O. BOX 1466

TELEPHONE: 834031-9 - TELEX: 212598

CABLE: IRANPANAM

B. LABAN PETROLEUM COMPANY (LAPCO)

3 ELIZABETH II BLVD. P.O. BOX 3243

TELEPHONE: 625371-5 - TELEX: 212420

CABLE: LAPCO

C. LONE STAR SERVICE COMPANY OF IRAN

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TAKHT-E-TAVOOS AVENUE

#49 DARYA-YE-ALLOOR STREET

(LONE STAR HAS CONTRACT TO MANAGE DRILLING ON
OFFSHORE GAS FIELD FOR NATIONAL IRANIAN GAS
COMPANY AND KALIN GAS)

TWO OF ABOVE FIRMS (IPAC AND LAPCO) ARE JOINT VENTURE
OIL PRODUCING FIRMS, OWNED 50 PERCENT BY NIOC AND 50
PERCENT BY U.S. OIL COMPANIES (SEE ANNEX A OF REPORT
CITED BELOW). LONE STAR IS MANAGING CONTRACT FOR DRILL-
ING ON LARGE-SCALE OFFSHORE PROJECT TO DEVELOP A HUGE NEW
GAS FIELD. A FEW OTHER FIRMS ARE INVOLVED IN OFFSHORE
WORK HERE, BUT ON SMALLER SCALE.

3. FOR POST INFORMATIONC MOST RECENT CERP REPORT ON
PETROLEUM INDUSTRY (75 TEHRAN A-234) BEING AIRPOUCHED.

4. ADVERTISING/MARKET RESEARCH IS INFANT INDUSTRY HERE.
MEDIA AVAILABLE TO CARRY WRITTEN OR VERBAL ADVERTISING
EXTREMELY LIMITED; E.G., TRADE JOURNALS, MAGAZINES, ETC.
ARE VIRTUALLY NON-EXISTENT. MCCANN-ERICKSON AND INTER-
PUBLIC ARE TO POST'S KNOWLEDGE ONLY TWO FOREIGN ADVER-
TISING FIRMS WHICH HAVE LOCAL JOINT VENTURE COMPANIES.
START-UP COSTS TO OPEN OFFICE AND HIRE LOCAL STAFF, IF
ANY EXPERIENCED IN FIELD COULD BE FOUND, ARE EXCEEDINGLY
HIGH. POSSIBILITIES FOR PUBLIC RELATIONS, AS DISTINCT
FROM ADVERTISING, DO EXIST BUT WOULD REQUIRE GREAT DEAL
OF WORK TO DEVELOP.
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